



# 2017-2018 ANNUAL REPORT



**Habitat**  
for Humanity®  
of New York State

# year in review



**Mary Robinson**  
Chief Executive Officer

Habitat for Humanity of New York State ended our 2017-2018 fiscal year in a strong position, poised to continue our support of the tremendous work our affiliates are doing across the state. Our biggest change occurred when founding CEO, Judith Nelson, retired after over 10 years of service to our organization, and our new CEO Mary Robinson started. This change in leadership is concurrent with a change in the business model that Habitat affiliates have used in the past. As mortgage regulations have changed, the traditional operations of our affiliates must also change. Habitat-NYS is facilitating this transition and helping affiliates to understand their responsibilities.

In 2017, we continued our participation in the Affordable Housing Corporation (AHC) grant, a state grant that provides funding for affiliates to build new homes and rehabilitate existing homes, and in the AmeriCorps State Direct program. While we decided to discontinue the AmeriCorps program due to lack of participation, we are proud of what our affiliate participants were able to accomplish with their AmeriCorps members.

In early 2018, we created an affiliate advisory council to help improve our responsiveness to the affiliates we serve. This council will serve five primary tasks, and subcommittees around those tasks will be formed. The first charge of the council is to serve as an advisory committee for our office's administration of the AHC grant.



**Kerry P. Quaglia**  
Board Chairman

The second charge is assisting with the planning of our annual state conference. Third is communication. This involves helping our office and affiliates stay informed about each other and Habitat for Humanity International. The fourth is strategic planning. In the coming fiscal year, we plan to finalize a strategic plan for Habitat for Humanity of New York State. The council will review the plan and make recommendations before it is finalized and will monitor goals going forward. The final charge is advocacy. The council will help us to ensure the affiliates' policy concerns are communicated to our representatives. In the coming months, we will bring more affiliates in to serve on subcommittees.

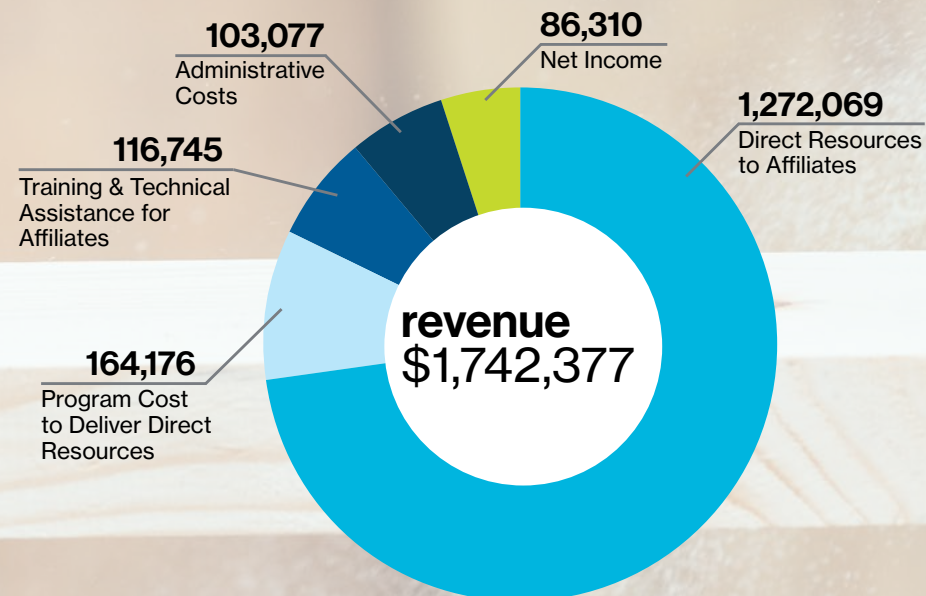
This year we held our annual Habitat state conference, an advocacy day in Albany, a retreat for executive directors, a summer symposium, and two webinars on HFHI Qualified Loan Originator requirements.

What is most important is the work our affiliates have done to promote affordable homeownership across New York State. Habitat for Humanity volunteers and staff members have built and rehabilitated homes, provided critical home repairs, and forged partnerships with other organizations to help us build a New York where everyone has a decent place to live. We are inspired, motivated, and enthusiastic about growing and serving Habitat affiliates across New York State going forward.



# financials

2017-2018 FINANCIALS			
	Revenue	Direct Resources to Affiliates	Operating Costs
<b>CONTRACT PROGRAMS</b>			
AHC Grant	1,595,912	1,239,000	139,565
AmeriCorps	49,917	33,069	24,611
<b>OTHER PROGRAMS</b>			
Conferences	20,155		30,271
Training & Technical	14,932		82,374
Tithe	-		4,100
<b>NON-PROGRAM</b>			
Affiliate Support	54,000		
Donations & Other	7,461		
Management & Administrative			103,077
<b>TOTAL</b>	<b>1,742,377</b>	<b>1,272,069</b>	<b>383,998</b>





# impact&achievements

Across New York State, our affiliates worked to further our vision of a world where everyone has a decent place to live.



**46** new homes built



**19** homes rehabilitated



**64** homes repaired





# our mission

Seeking to put God's love into action, Habitat for Humanity brings people together to build homes, communities and hope.

## advocacy

- Enhanced HFH presence during Lobby Day
- Twenty-One HFH representatives in Albany for scaffold law reform and affordable housing bills



## training

- Assisted affiliates to meet Habitat International compliance requirements
- Held annual state conference with sessions including finding partner families, lead abatement certification, and accounting
- Provided webinars, training sessions, and in-person technical support



## funding

- Secured funding for new and rehab home projects from the Affordable Housing Corporation.
- Provided consulting services and application assistance to individual affiliates seeking external funding.



NYS Lobby Day



Habitat on the Hill



Executive Director Retreat





# boardofdirectors

## **KERRY QUAGLIA, CHAIRMAN**

Home HeadQuarters, Inc.  
Executive Director

## **ALEX CASTRO, VICE CHAIRMAN**

PathStone Corporation  
Chief Housing Officer

## **LEWIS DUBUQUE, SECRETARY**

Builders Association NYS  
Executive Vice President

## **GREG MAY, TREASURER**

NY Mortgage Bankers Association  
Tompkins Trust Company  
Senior Vice President, Retired

## **DIANE BROWN**

Community Foundation for South Central New York  
Executive Director

## **JOAN SPILMAN**

US Dept. of Housing & Urban Development  
Field Office Director, Retired

## **JENNIFER STEVENSON**

NYS Association of Realtors  
President, Housing Opportunities Foundation  
Blue Heron Realty  
Broker/Owner

## **PHILIP SWETZ**

NYS Mortgage Bankers Association  
Key Bank  
Vice President, National Community Development  
Mortgage Solutions Manager

## **ANDREW WILKES**

The Greater Allen A.M.E. Cathedral of NY  
Associate Pastor of Social Justice & Young Adults

## staff

**MARY ROBINSON**  
Chief Executive Officer

**CARRIE TOCHENY**  
Office Manager

**JESSICA WYLDE**  
Director of Consumer Finance

**DAVID MORGAN**  
Chief Financial Officer

**MARY VIVONA**  
Director of Grant Programs

**RETIRED**  
**JUDITH NELSON**  
President & CEO



**Habitat for Humanity New York State**

106 Washington Ave, 2nd Floor

Endicott, NY 13760

[www.habitatnys.org](http://www.habitatnys.org)

(607) 748-4138